



Clean Harbors Environmental Services, Inc.
1340 West Lincoln Street
Phoenix, AZ 85007
602.258.6155
www.cleanharbors.com

February 24, 2006

State of Arizona
ATTN: Christine Finney
100 N. 15th Avenue
Phoenix, AZ 85007

Re: Clean Harbors' Proposal to the State of Arizona
Ref: Solicitation No. SCC060009: Medical and Chemical Waste Disposal Services

Dear Ms. Finney:

On behalf of Clean Harbors, I would like to thank you for the opportunity to submit this Proposal to the State of Arizona for **Medical and Chemical Waste Disposal Services**, and for the consideration of Clean Harbors as a long term provider for these environmental services. Clean Harbors provides the efficient, cost-effective, environmentally sound and safe services you are seeking in this proposal.

As the nation's largest environmental services company, Clean Harbors provides comprehensive environmental services covering virtually every hazardous substance. Our personnel possess the most extensive training in the industry. We are committed to executing an efficient operation by providing the necessary technical support to achieve a safe, compliant, and successful program.

We believe that a waste management partnership with Clean Harbors represents the best total value to the State of Arizona because of the combination of the capabilities of our network of Hazardous Waste Facilities and Service Centers; our Emergency Response capabilities, the efficiencies of our transportation and logistics management system; and the ability to profile, process promptly and dispose of a wide range of routine and non-routine wastes. Equally important is the fact that these resources are combined with our commitment to risk containment, continuous quality improvement, customer satisfaction and value.

Clean Harbors is distinctly unique in our industry with both core competencies of our **Technical Services** organization and our ability to process and dispose of waste materials at any of our network of 44 fully permitted waste management facilities. We offer this proposal as a "local" company managing this project through our flagship service center located in **Phoenix, AZ**. The Company's unparalleled waste management capabilities is further supported by your dedicated team of skilled CleanPack Chemists who have shown themselves committed to keeping the State of Arizona's Representatives informed, and to listening to your concerns each step of the way. The high-quality performance we have shown over the years lends credence to our belief that Clean Harbors represents the **BEST VALUE** to the State of Arizona in this important endeavor.

The State of Arizona can capitalize on Clean Harbors' knowledge and experience gained while servicing your contract over the past several years. With our experience and familiarity with the State of Arizona's needs, we have proven ourselves to be a safe, compliant and efficient company in managing your contract. Awarding this contract to Clean Harbors will give the State of Arizona a distinct advantage of

"People and Technology Creating a Better Environment"



not having to train a new contractor, and offers a sense of confidence that the work will be done properly, removing the need for worry and constant supervision.

We are confident that you will determine that we are the best qualified to provide the State of Arizona with the highest level of technology and service available in the industry, at highly competitive prices. Ken Schenter, Account Manager, will be pleased to address any questions or assist you in coordinating services. He can be reached at (602) 258-6155 or via email at schenterk@cleanharbors.com.

Sincerely,

A handwritten signature in black ink, appearing to read "G. L. Curtis".

George L. Curtis
Senior Vice President, Pricing and Proposals

cc. Ken Schenter – Account Manager
Scott McFall – Technical Service General Manager
Robert Harrison – Regional T.S. Vice President
Derek Miracle – Proposal Manager

Addendum No. 1: Received 2/2/2006

Addendum No. 2: Received 2/22/2006

Addendum No. 3: Received 2/23/2006